

Beth Knighton

From: (b) (6)
Sent: Wednesday, December 14, 2016 4:22 PM
To: stan.hutchinson@gsa.gov
Cc: (b) (6)
Subject: Varidesk Made in China Proof - Country of Origin

Importance: High



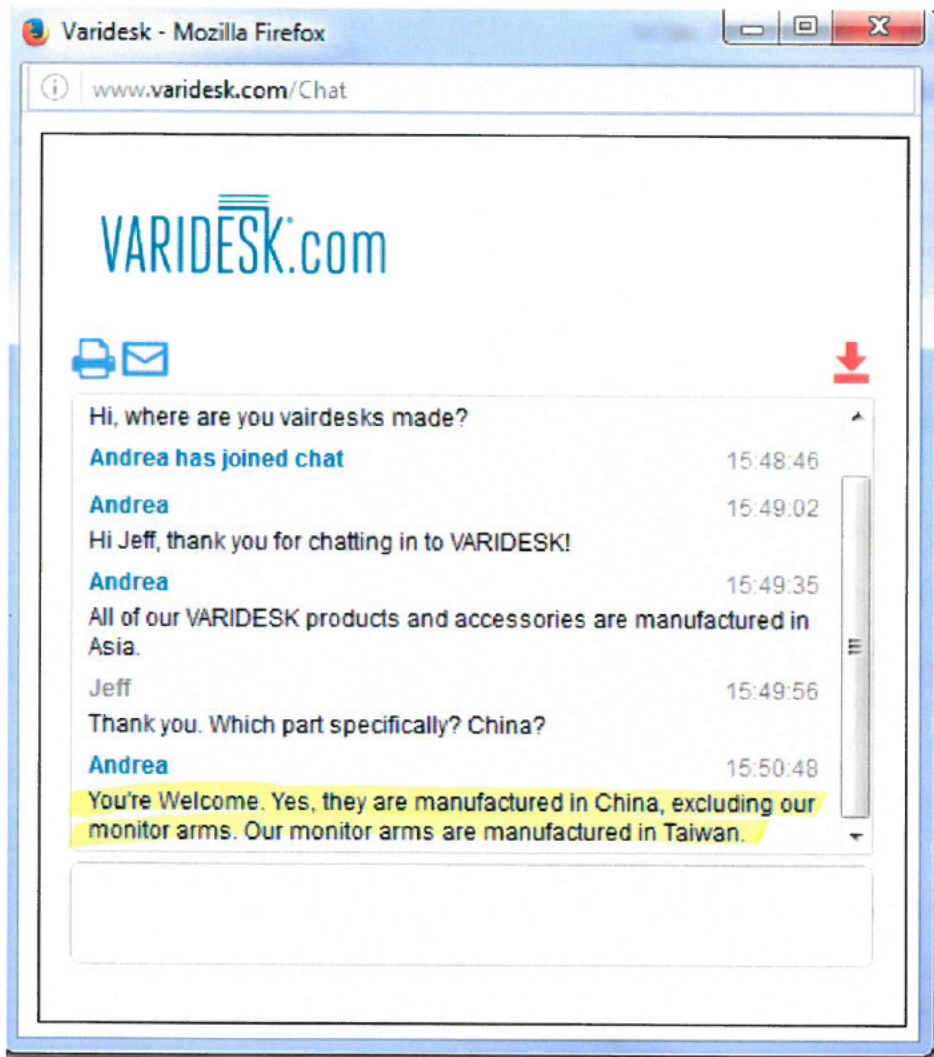
Hi (b) (6)

Here is are 2 more documents of proof. The one below is from a dealer of ours who called them today. Additionally, the email below is the customer service response I received from them a few minutes ago. They claim to be "small business" as well because I compete directly against them on E-Buy bids which has small business set aside. This is hard to believe that too, when you have locations all over the world (see below). We employ 34 people in our facility and we have to struggle to compete with them on that front as well.

I really wish to thank you for caring about this issue. Varidesk has sold many, many thousands of these to GSA and no one listened to us, until you.

Words are inadequate to express how sincerely appreciate we are. Please let me know if I can assist in any other way. Thanks again.

Went straight to the source. Varidesk.com and chatted with them. Below is a screenshot.



UNITED STATES:

(888) 341-6386

Monday - Friday

7:00 a.m. – 7:00 p.m. (CST)

EUROPE:

(b) (6)

Monday - Friday

9.00 – 17.00 (CET)

[Contact VARIDESK Europe](#)

UNITED KINGDOM:

(b) (6)

Monday - Friday

7:00 a.m. – 4:00 p.m. (GMT)

[Contact VARIDESK UK](#)

AUSTRALIA:

(b) (6)

Monday - Friday

8.00 a.m. – 5.00 p.m. (ACT)

[Contact VARIDESK Australia](#)

Sincerely,

(b) (6)

Contract Administrator
GSA Contract # GS-28F-0035M
K & A Manufacturing, Inc. / RightAngle Products
6703 Zinser Street
Schofield, WI 54476
www.raproducts.com
800-298-4351 x115

From: Varidesk - 2.0 [mailto:support@varidesk.com]

Sent: Wednesday, December 14, 2016 3:58 PM

To: (b) (6)

Subject: Case Update: CASE67268 - Country of Origin

The logo for VARIDESK, featuring the word "VARIDESK" in a bold, blue, sans-serif font. Above the letter "V" are three horizontal blue lines of increasing length, creating a stylized graphic element.

Update for Case CASE67268 - "Country of Origin"

I'm sorry (b) (6)

That was an error. The company is based in Texas and the product is manufactured in China. Please let me know if you have any other questions.

Tommy @ Varidesk

 [Click here to update the Case online](#), or reply to this email

Message History

-----Original Message-----

From: (b) (6)

Sent: 12/14/2016

Subject: Country of Origin

I'm sorry Beth,

That was an error. The company is based in Texas and the product is manufactured in China. Please let me know if you have any other questions.

Tommy @ Varidesk

-----Original Message-----

From: 767573 (b) (6)

Sent: 12/14/2016

Subject: Country of Origin



Hi Tommy,

I'm so sorry don't understand your email. What does this mean, "resent your receipt". Do you have any documents showing what country manufactures the product?

Sincerely,

(b) (6)

Contract Administrator

GSA Contract # GS-28F-0035M

K & A Manufacturing, Inc. / RightAngle Products

6703 Zinser Street

Schofield, WI 54476

www.raproducts.com

800-298-4351 x115

From: Varidesk - 2.0 [<mailto:support@varidesk.com>]
Sent: Wednesday, December 14, 2016 3:03 PM
To: (b) (6)
Subject: Case Update: CASE67268 - Country of Origin



Update for Case CASE67268 - "Country of Origin"

Good Afternoon Beth,
I went ahead and resent your receipt. Please let me know if you have any other questions!

Tommy @ Varidesk

 [Click here to update the Case online](#), or reply to this email

Message History

-----Original Message-----

From: (b) (6)
Sent: 12/14/2016
Subject: Country of Origin

Good Afternoon Beth,
I went ahead and resent your receipt. Please let me know if you have any other questions!

Tommy @ Varidesk

-----Original Message-----

From: 767573 (b) (6)
Sent: 12/14/2016
Subject: Country of Origin

What is the Varidesk's country ofOrigin / Where is it manufactured?

Varidesk - 2.0 is powered by [NetSuite](#) — One System. No Lim

-----Original Message-----

From: (b) (6)
Sent: 12/14/2016
Subject: Country of Origin

Good Afternoon Beth,
I went ahead and resent your receipt. Please let me know if you have any other questions!

Tommy @ Varidesk

-----Original Message-----

From: 767573 (b) (6)
Sent: 12/14/2016
Subject: Country of Origin

What is the Varidesk's country ofOrigin / Where is it manufactured?

Varidesk - 2.0 is powered by [NetSuite](#) — One System. No Limits.

Beth Knighton

From: (b) (6)
Sent: Wednesday, December 14, 2016 4:39 PM
To: stan.hutchinson@gsa.gov
Cc: (b) (6)
Subject: Varidesk Example



Hi Stan,

We were unable to compete with Varidesk with the Marine Corp. The shipping was too costly since China is on their front steps...

Sincerely,

(b) (6)
Contract Administrator
GSA Contract # GS-28F-0035M
K & A Manufacturing, Inc. / RightAngle Products
6703 Zinser Street
Schofield, WI 54476
www.raproducts.com
800-298-4351 x115

From: (b) (6)
Sent: Thursday, July 21, 2016 2:13 PM
To: (b) (6)
Cc: (b) (6)
Subject: RE: USMC ServMart 4PL Contract

Beautiful! Based on feed back there has been over 30k bought on Very Desk from CHINA! Once you are on contract the Marines will be mandated to buy your product. It will also make it easy for them to procure.

SEMPER Fi,

Shane Davies
Government Account Manager, Grainger
USMC ServMart Kaneohe MCBH Store: (b) (6)
Cell: (b) (6) www.grainger.com/4pl



From: (b) (6)
Sent: Thursday, July 21, 2016 2:47 AM
To: Davies, Shane
Cc: Vicky Knighton
Subject: Re: USMC ServMart 4PL Contract

I'll start on it today. Thanks for the opportunity, Shane!

(b) (6)
Contract Administrator
K&A Mfg. Inc. / RightAngle Products

On Jul 20, 2016, at 4:26 PM, (b) (6) wrote:

Aloha Vicky,

It was good talking to you. In a nutshell, we want to add you to the BPA that is being used by the USMC ServMart Store. Once approved, you will be the mandated source of supply. See Maradmin.

SEMPER Fi,

(b) (6)
Government Account Manager, Grainger
USMC ServMart Kaneohe MCBH Store: (b) (6)
Cell: (b) (6) www.grainger.com/4pl

<image001.jpg>

<MARADMIN JULY 2015.docx>

Beth Knighton

From: (b) (6)
Sent: Wednesday, December 14, 2016 4:45 PM
To: stan.hutchinson@gsa.gov
Cc: Shelley Montgomery; Bill Knighton
Subject: FW: (b) (6) FindMRO quote



Below shows that we lost the Marine bid due to freight from China.

Sincerely,

(b) (6)
Contract Administrator
GSA Contract # GS-28F-0035M
K & A Manufacturing, Inc. / RightAngle Products
6703 Zinser Street
Schofield, WI 54476
www.raproducts.com
800-298-4351 x115

From: (b) (6)
Sent: Tuesday, August 02, 2016 2:12 PM
To: (b) (6)
Subject: RE: (b) (6) FindMRO quote

Shane, this opportunity was passed on because of price sensitivity due to us incurring freight charges. We can only proceed if the supplier give us FOB: Destination pricing.

Thank you,
Jason

From: (b) (6)
Sent: Tuesday, August 02, 2016 9:09 AM
To: Beth Knighton; Samuelson, Jason
Subject: Re: (b) (6) FindMRO quote

Aloha Beth